

Message Text

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PAGE 01 HONG K 03842 061047Z

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P R 060916Z APR 76
FM AMCONSUL HONG KONG
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UNCLAS HONG KONG 3842

USDOC FOR OIM/BIC/MRO - BASSETT

E.O. 11652: N/A

TAGS: BEXP, HK

SUBJECT: TRAVEL FOR CONTRACT NEGOTIATION AND AWARD
SECTORAL SURVEY, INDONESIA

REF: USDOC 4584

1. WHELAN ADVISES AFTER MEETINGS WITH TRANS-MARKET RESEARCH AND MOBIUS IN HONG KONG HE HAS TENTATIVELY NEGOTIATED SATISFACTORY CONTRACT WITH MOBIUS. PENDING MEETINGS WITH INTERESTED TOKYO FIRMS WHELAN WILL CABLE FINAL RECOMMENDATIONS.

2. MARK MOBIUS WOULD BE CONTRACTOR'S PROJECT MANAGER AND BEGIN DESK RESEARCH IMMEDIATELY ON CONTRACT AWARD WITH STAFF IN HONG KONG AND ALSO IN JAKARTA OFFICE. HE WOULD HAVE 4 EXPERIENCED ENGLISH LANGUAGE RESEARCH/WRITERS ON STUDY INCLUDING HIMSELF AND APPOINTED EDITOR, MR. WILLIAM YARMY, PLUS THE SEVERAL INDONESIAN RESEARCH ASSISTANTS IN FIELD AS STATED IN BID.

3. DESK WORK WOULD BE PROLONGED FROM ORIGINAL BID TO ABOUT 4-5 WEEKS. AND INDONESIAN FIELD WORK BEGIN ABOUT MAY 10. SECTORAL SURVEY WOULD BE COMPLETED JULY 2. OVERVIEWISAS OUTLINED IN BID WOULD REQUIRE TWO ADDITIONAL WZDKS AT SEPARATE PRICE OF SEVENTEEN HUNDRED DOLLARS. MOBIUS HAS AGREED TO CONTRACT PROVISION THAT COAR WILL NOTIFY HIM BY JUNE 14 IF CONTRACTOR IS

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TO DO OVERVIEW.

4. PRICE STILL UNDER NEGOTIATION BUT APPEARS UNDER ABOVE ARRANGEMENTS WILL BE ABOUT THIRTY THOUSAND DOLLARS FOR SECTORAL SURVEYS A THIRTY ONE THOUSAND SEVEN HUNDRED DOLLARS IF COAR DECIDES TO HAVE OVERVIEW DONE BY MOBIUS.
 5. IF AWARDED CONTRACT MOBIUS FEELS VERY IMPORTANT COAR SPEND AT LEAST ONE WEEK IN HONG KONG BEFORE START OF FIELD WORK TO REVIEW COMPLETED DRAFTS OF ALL SECTOR REPORTS FOR CONTRACT SPECIFICATIONS 2.2 THROUGH 2.ZTR AND DETAILED OUTLINE BALANCE OF ALL SECTOR REPORTS.
 6. WHELAN REQUESTS HIS TRAVEL ORDERS BE AMENDED TO INCLUDE OFFICIAL SYDNEY STOP AS IT WAS NECESSARY TO REMAIN THROUGH MARCH 27 TO COMPLETE NEGOTIATIONS WITH PRICE WATERHOUSE.
 7. WHELAN DEPARTS FOR TOKYO ON SCHEDULE APRIL 6.
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